

Message Text

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PAGE 01 NAIROB 09501 031451Z

43

ACTION XMB-04

INFO OCT-01 AF-08 ISO-00 EB-07 COME-00 TRSE-00 OPIC-03

AID-05 IGA-02 /030 W
----- 105012

P 031400Z SEP 76

FM AMEMBASSY NAIROBI

TO SECSTATE WASHDC PRIORITY 2272

LIMITED OFFICIAL USE NAIROBI 9501

FOR EXIMBANK

E.O. 11652: N/A

TAGS: EGEN, KE

SUBJECT: GENERAL MOTORS LOCOMOTIVE SALE

REF: EXIMBANK PRELIMINARY COMMITMENT NO. 76 - 0 - 3774, PARA 9

1. MR. J. M. GACHUI, UNDER SECRETARY, KENYA MINISTRY OF FINANCE AND PLANNING, HAS INFORMED THE EMBASSY THAT THE GOK WISHES TO SEEK A WAIVER TO THE REQUIREMENT THAT LOCOMOTIVES PURCHASED UNDER THE REFERENCED P. C. MUST BE TRANSPORTED IN VESSELS OF U.S. REGISTRY. THIS ACTION WILL NOT DELAY APPLICATION FOR FINAL COMMITMENT.

2. EMB WOULD GREATLY APPRECIATE WHATEVER ASSISTANCE EXIMBANK CAN RENDER IN OBTAINING WAIVER. EMB WOULD ALSO APPRECIATE BEING ADVISED OF LIKELIHOOD THAT WAIVER WOULD BE GRANTED AND MAJOR CRITERIA USED IN REACHING A DETERMINATION.

3. ORIGINAL GM PROPOSAL QUOTED C.I.F. PRICE ON BASIS OF NON-U.S. CHARTER VESSEL. AT TIME, EXIM FINANCING LOOKED DOUBTFUL. REQUIREMENT TO USE U.S. - REGISTERED VESSELS MEANS APPROXIMATE TOTAL COST INCREASE OF DOLS 250 THOUSAND. KENYANS FEEL THIS INCREASE IS NOT AT THEIR REQUEST, UNLIKE INCREASED COSTS RESULTING FROM SEPCIFICATION CHANGES. MR. GACHUI SAID, WAIVER REFUSAL MAY REOPEN

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PAGE 02 NAIROB 09501 031451Z

CONSIDERATION OF OTHER TENDERERS. IN APPLICATION FOR TENDER,

KENYANS WILL LIKELY STRESS: DESIRE FOR SINGLE SHIPMENT OF
ALL LOCOMOTIVES, SERVICE ADVANTAGES OF CHARTER ENGAGEMENT, AND
COST SAVINGS.

DECON 1/1/77.

MARSHALL

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NNN

Message Attributes

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Draft Date: 03 SEP 1976
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Disposition Authority: greenet
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Disposition Event:
Disposition History: n/a
Disposition Reason:
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Margaret P. Grafeld
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